

## Message Text

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ACTION AF-08

INFO OCT-01 NEA-10 ISO-00 OES-06 DLOS-06 SAL-01 EB-08

COME-00 CIAE-00 DODE-00 PM-04 H-02 INR-07 L-03

NSAE-00 NSC-05 PA-02 PRS-01 SP-02 SS-15 USIA-15

AGRE-00 IO-13 INT-05 OMB-01 TRSE-00 EA-09 /124 W

-----110637Z 004099 /22/71

R 101400Z FEB 77

FM AMEMBASSY BANJUL

TO SECSTATE WASHDC 4065

INFO AMCONSUL CASABLANCA

AMEMBASSY DAKAR

UNCLAS BANJUL 0226

C O R R E C T E D C O P Y FOR TEXT //PAR 4 LNS 4 & 5//

STATE FOR AF/W KILLION

CASABLANCA FOR REGIONAL FISHERIES ATTACHE FOLSOM

E.O. 11652: N/A

TAGS: BT10, GA, US

SUBJECT: PROPOSED US INVESTMENT IN GAMBIA FISHING INDUSTRY

REF: STATE 021252

1. FOLLOWING RECEIPT REFTEL, CHARGE SPOKE AT LENGTH WITH SECRETARY GENERAL GOTG; FRANCIS M'BOGE, PERMANENT SECRETARY, MINISTRY OF AGRICULTURE AND NATURAL RESOURCES; AND OLU TAYLOR-THOMAS, DIRECTOR OF FISHERIES DIVISION. ALL INDICATED INTEREST IN POSSIBILITIES PROPOSED BY GOLDMAN. M'BOGE SUGGESTED THAT GOLDMAN, OR HIS REPRESENTATIVE, PLAN TO VISIT BANJUL IN LATE MARCH FOR EXPLORATORY TALKS  
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ABOUT VARIOUS APPROACHES AND FOR GENERAL FAMILIARIZATION. VISIT SHOULD BE FOR MINIMUM OF SEVERAL DAYS, TO PERMIT THOROUGH UNHURRIED VIEW OF CURRENT FISHING SITUATION.

2. M'BOGE EXPLAINED THAT GOTG INTENDS BECOME MORE DIRECTLY INVOLVED IN FISHERIES SECTOR. UNDP/FAO HAS JUST PRESENTED GOVERNMENT WITH DRAFT OF EXTENSIVE STUDY RECENTLY COMPLETED

COVERING WHOLE RANGE FISHING INDUSTRY AND RESOURCES. (STUDY MAY BE RELEASED, IN PART, AT SOME LATER DATE BUT PRESENTLY IS BEING HELD BETWEEN UNDP/FAO AND GOTG.) GAMBIA IS CONCERNED TO IMPROVE MANAGEMENT FISHING RESOURCES, PROVIDE MORE FISH FOR LOCAL CONSUMPTION, AND PROMOTE GENERATION OF INCOME (INCLUDING FOREIGN EXCHANGE). GOVERNMENT ALSO WANTS IMPROVE ARTISANAL FISHING, WHILE PROMOTING GAMBIA FISHMAN (CURRENTLY ABOUT 60 PER CENT ARTISANAL FISHMAN ARE FOREIGNERS - MAINLY SENEGALESE).

3. ACCORDING M'BOGE, GOTG HAS UNDER CONSIDERATION PROPOSAL TO CREATE OVER-ALL FISH MARKETING ORGANIZATION. ENTITY WOULD ARRANGE FOR LOCAL MARKETING FISH, AND HANDLE EXPORT PRODUCT. CONSIDERATION WOULD BE GIVEN TO EMPLOYING SMALL TRAWLERS, BUT EMPHASIS WOULD CONTINUE TO BE ON SMALL MOTOR-DRIVEN TRADITIONAL CANOES.

4. FAYLOR-THOMAS REPORTS THAT ACCURATE FIGURES FOR SHRIMP AND LOBSTER POPULATION IN GAMBIA WATERS ARE VIRTUALLY NON-EXISTENT. HOWEVER, IN RECENT YEARS DECLARED EXPORTS PER ANNUM HAVE BEEN ABOUT 100 TONS LOBSTERS, AND 3-400 TONS SHRIMP. ALL SHRIMP AND LOBSTERS ARE PRESENTLY CAUGHT ON ARTISANAL BASIS BY LOCAL FISHERMEN-- LOBSTERS IN OCEAN, AND SHRIMP IN LOWER RIVER. GOTG IS NOW IN PROCESS DRAFTING NEW FISHERIES CONSERVATION LAWS, WHICH WILL BE MODELLED ON THOSE OF SENEGAL. AT PRESENT ALL GAMBIA LOBSTERS ARE BEING MARKETED BY A SPANISH CONCERN BASED IN LAS PALMAS. AMERGER, A FRENCH COMPANY BASED IN SENEGAL'S CASAMANCE, IS CURRENTLY MAJOR CUSTOMER FOR SHRIMP. NORTH STAR BROKERAGE-DEVELOPMENT CO. OF LOS ANGELES IS ATTEMPTING BUY AND EXPORT GAMBIA SHRIMP FOR US MARKET.

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5. THERE ARE CURRENTLY ONLY TWO COMMERCIAL FISHING CONCERNS OPERATING IN GAMBIA (ATLANTIC MARINE AND BARFA-ADRI-PECHE ARE NO LONGER IN BUSINESS HERE). COMPANIES ARE:

A) GAMBIA FISHERIES: OWNED 80 PER CENT BY TWO PRIVATE JAPANESE COMPANIES, AND 20 PER CENT BY GOTG. MODERN FACILITIES FOR CLEANING, COOKING, FREEZING, AND BRINE FREEZING SEAFOOD, ARE SITUATED AT GAMBIA FISHERIES INSTALLATION IN BANJUL. CAPACITY EXISTS THERE TO HANDLE LOBSTER AND SHRIMP IN QUANTITIES SUGGESTED REFTEL. GAMBIA FISHERIES DOES NOT HAVE ANY BOATS, THUS RELIES COMPLETELY ON ARTISANAL FISHERMEN FOR PRODUCT. COMPANY HAS HAD FINANCIAL DIFFICULTIES, AND MAY SOON BE SUBJECT TO REORGANIZATION.

B) SEA GULL FISHERIES: OWNED 100 PER CENT BY GHANAIA INTERESTS. SEA GULL OPERATES ABOUT 9 PURSE SEINERS, WHICH FISH FOR SARDINES AND HERRING. PRODUCT IS ALL EXPORTED TO GHANA. COMPANY HAS LIMITED FREEZING FACILITIES, BUT DEPENDS ON GAMBIA FISHERIES TO PROCESS PORTION OF ITS HERRING CATCH.

6. SUMMARY. REAL POTENTIAL APPEARS TO EXIST HERE FOR US PROVATE

INVESTMENT IN GAMBIAN FISHING INDUSTRY. PURCHASE OF END PRODUCT  
AND/OR DEVELOPMENT OUTSIDE MARKETING CHANNELS ALSO SEEM TO PRESENT  
GOOD POSSIBILITIES. EMBASSY WILL BEAR GOLDMAN'S INTEREST IN MIND,  
AND HOPES HE CAN BE ENCOURAGED TO VISIT BANJUL FOR FIRST HAND  
LOOK. WYGANT

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## Message Attributes

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